

Message Text

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22

ACTION NEA-10

INFO OCT-01 AF-06 EUR-12 ISO-00 EB-07 USIA-15 /051 W

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P R 140510Z APR 76

FM AMEMBASSY ABU DHABI

TO USDOC WASHDC PRIORITY

AMEMBASSY JIDDA

INFO SECSTATE WASHDC 4191

AMEMBASSY ATHENS

AMEMBASSY ABIDJAN

UNCLAS ABU DHABI 0966

ATHENS FOR RTDO - LEFEAVER

E.O. 11652: NA

TAGS: BEXP, TC

SUBJ: HOSPITAL MANAGEMENT OPPORTUNITY IN SHARJAH

1. FOR SOME MONTHS, GOVERNMENT OF SHARJAH HAS BEEN NEGOTIATING WITH TWO U.S. FIRMS FOR MANAGEMENT OF RECENTLY COMPLETED SHARJAH GENERAL HOSPITAL. TWO FIRMS ARE HOSPITAL CORPORATION OF AMERICA (HCA) AND WHITTAKER CORP. BOTH OF WHICH ARE ACTIVE IN SAUDI ARABIA.

2. ACCORDING TO BART PAFF, ADVISOR TO RULER, SHAIKH SULTAN IS INSISTENT THAT A US FIRM BE GIVEN THE JOB. BUT BOTH HCA AND WHITTAKER HAVE SO FAR BEEN UNSUITABLE. THROUGH HIS WON SOURCES, PAFF HAS HEARD THAT PERFORMANCE OF BOTH COMPANIES' IN SAUDI HAS BEEN LESS THAN SATISFACTORY. IN ADDITION, PAFF FEELS THAT WHITTAKER'S FEES ARE MUCH TOO HIGH.

3. EMBASSY WILL PROVIDE INFO ON HYATT MEDICAL MANAGEMENT SERVICES, INC. OF ENCINO, CALIF FOR PAFF'S CONSIDERATION. REQUEST DOC PROVIDE US WITH NAMES, ADDRESSES AND TELEX NOS. OF 3-4 OTHER COMPANIES INTERESTED IN DOING BUSINESS IN AREA.

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4. FOR ABIDJAN: REQUEST YOU BRING ABOVE TO ATTENTION OF

DR. FRENCH USIA SPONSORED VISITOR. IF DR. FRENCH HAS
ANY INTEEST IN POSSIBILITY OF HOSPITAL MANAGEMENT,
SUGGEST HE MAY WISH ARRIVE IN UAE FOR DISCUSSION WIT
PAFF PRIOR TO HIS ETA IN OMAN. EMBASSY WOULD BE
ABLE TO ARRANGE VISA AT DUBAI OR SHARJAH AIRPORTS.
STERNER

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